

PROTECTING THE BUSINESS WITH CYBERSECURITY
COMPLIANCE

ABOUT ARNOLD PACKAGING COMPANY. Arnold Packaging is a family-owned business that specializes in the distribution of packaging supplies, the design and manufacture of custom-made containers, automated inventory management, and packaging automation. Based in Baltimore, Maryland, with around 50 employees, Arnold maintains the expertise and experience to perform a full assessment of the packaging process, requirements, and challenges, creating customized solutions that directly impact customers' bottom lines. The company designs, manufactures, and administers packaging solutions for several large-scale Department of Defense (DOD) contracts.

THE CHALLENGE. As a DOD contractor, Arnold is required to comply with the NIST 800-171 standard for cybersecurity and conduct ongoing monitoring of systems and data to detect and mitigate threats. To ensure compliance, the company reached out to Maryland MEP (MD MEP), part of the MEP National Network™, to take advantage of their cybersecurity programs and solutions designed to help manufacturers meet the requirements of the standard.

MEP CENTER'S ROLE. "As a designer and manufacturer of wooden shipping containers for the military, the safety of our data is critical," explained Mick Arnold, President and CEO. "Not only are we creating intellectual property that is valuable to our company, we are collaborating with subcontractors for the United States Armed Services to develop packaging solutions that will ensure the safe transit of critical equipment."

MD MEP partnered with BlackPoint Cyber to develop a solution to assist Arnold with immediate and long-term compliance with the NIST 800-171 standard, including ongoing monitoring and threat mitigation. Together, MD MEP and BlackPoint Cyber utilized SNAP-Defense Cybersecurity tools to assist the company with more secure packaging and detection.

Arnold implemented the necessary changes to ensure compliance with the cybersecurity standard, securing their government contracts and retaining sales and jobs. The improvements also led to cost savings for the company.

"Our customers trust that the data they share with us is of the highest priority and protected that way. We engaged with the MD MEP to access their cybersecurity compliance programs and offerings and are pleased with the results that the MD MEP/Blackpoint Cyber team have been able to deliver."

-Mick Arnold, President and CEO

RESULTS



\$3,500,000 in retained sales



50 jobs retained



\$100,000 in cost savings and mitigation

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